

Organizations accelerate M&A strategy, and execution capabilities through M&A Labs at the Deloitte Greenhouse

Experience a uniquely creative and technology enabled environment, where seasoned M&A practitioners share their experience as your organization's executive coaches for the day.

Achieve rapid breakthroughs on complex M&A choices, and strategic themes, customized to your business.

**Book your M&A Lab today!**  
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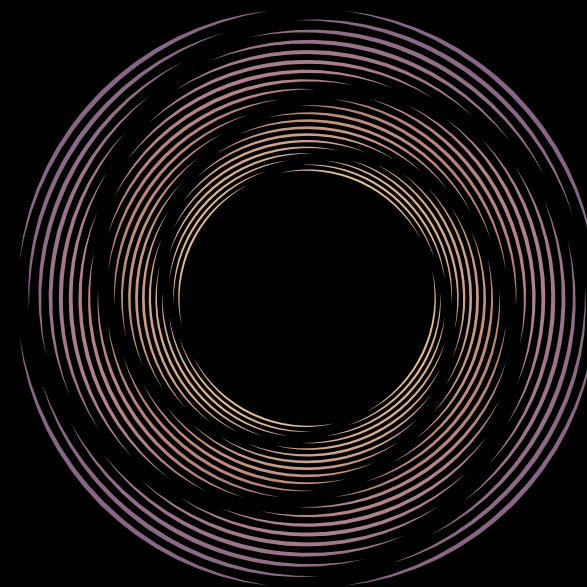
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# Deloitte.



### M&A Lab

The M&A Lab is an immersive experience to solve for M&A-related business challenges, customized to your organization, and enabled by Deloitte's experience, technology and insights.

**The Deloitte  
M&A Lab**

**M&A  
Institute**

# What can you expect from an M&A Lab



We use structured pre-session interviews to gage your M&A aspirations and challenges on acquisitions or divestiture. **We hone in on your key questions.**



**We curate and tailor the content and select the right subject matter experts** from our practice to address the questions you want to solve for in the M&A Lab.



**Our philosophy is that successful M&A Labs include the right balance** of industry expertise, functional capability accelerators, and insightful facilitation techniques.



**We accelerate internal alignment during M&A Labs** to help drive clarity and agility toward action, coming out of the session.



You will receive a summary of the key insights from your M&A Lab day, along with visualizations and photos to jog your memory. **Coaching on key follow-ups can be arranged at your request.**

## Strategy & Deal Origination M&A Lab

Opportunistic moves are plenty, but may not be the best strategy for your organization. How can you adopt the winning tactics of the Insightful Buyer? Insightful Buyers stay disciplined despite the noise of distractions, understand what opportunities to devote resources to or to walk away from, and are savvy in conveying their story and attractiveness as a buyer to their desired targets.

During this M&A Lab, explore how to tie longer term strategic priorities to your M&A program. Work through exercises to prioritize search criteria and experience applying selection criteria against a list of illustrative target archetypes sourced pre-session. Evaluate strategic fit, criteria fit, and explore the organization's ability to successfully execute on prioritized deals through interactive debate, synergy planning exercises and the creation of a sequential acquisition program.

## Divestiture M&A Lab

The Divestiture M&A Lab helps business owners explore their true aspirations for the business, themselves, and their legacy - be these divergent or convergent with those of other stakeholders.

This session helps business owners assess whether they should consider an exit or further growth. And if the choice is a transaction, the session explores which transactions best meet his/her objectives, depending on desired level of control, valuation, market conditions and personal aspirations.

Each option is explored and scored, from private sale divestiture, to minority equity recapitalization, to management buy-out, IPO or internal succession planning.

The second half of this session discusses the different paths toward readiness under the short list of options.

## Disruptive M&A Lab

The Disruptive M&A Lab explores technologies that are transforming your industry, what competitors are doing to capture opportunities or defend positions, and how companies can use M&A transactions to acquire capabilities, innovate their core, or completely transform their business.

Explore necessary disruptive M&A tactics, from sourcing to executing disruptive deals. Understand what needs to change in your playbook to succeed. Discuss ways to position your organization as an attractive acquirer.

## Head of M&A Lab

Coming into an M&A role is often a blank page that you have to fill in for yourself. With no existing playbook, the M&A cycle of work is difficult to predict in advance, driven by market dynamics and in the moment opportunities. There is much for which you cannot be prepared, yet outcome expectations are high.

Designed so you can hit the ground running, during the Head of M&A Lab, you will create a bespoke plan that defines your aspirations, considers where you spend your time, assesses your team and talent issues, and examines your relationships and influence. This lab can be useful at the start of a new head of M&A role, or for a head of M&A who wishes to refresh their strategic plan to make an impact on the organization.

## M&A Playbook Lab

Whether your organization is a first time buyer or a serial acquirer, internal alignment, deal governance, and a sound playbook will enhance your M&A capabilities and effectiveness as a team in a highly competitive market.

The M&A Playbook lab aligns corporate strategy with M&A strategy to develop an understanding on how to execute deals optimally. Once aligned, we conduct playbook planning from expression of interest to LOI, due diligence, and best practices in PMI and integration considerations. Exercises include target sourcing, heat mapping and project planning.

## Lessons Learned M&A Lab

Many strategic acquirers miss opportunities due to lack of agility or competitiveness at auction. Moreover, 70% or more of deals fail to achieve their intended value accretion to the buyer. M&A is complex and risky, but the rewards can be great.

During this M&A Lab, you will analyse past deals with seasoned coaches, evaluate them against pre-closing and post-closing objectives, understand best practices toward different deal types, and derive action areas for your team's next deal.



**If you have an M&A aspiration or challenge, reach out to us for more information on a relevant M&A Lab topic for you.**